

■ Edition 1 - Oct'18



Spin Touch

LMW's Customer Connect

All the
latest updates from
LMW & the world of
Textile Machinery

2K18
NEWSLETTER



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From the Desk of CMD



It gives me immense pleasure to welcome you all to this special edition of our newsletter. Our previous publications have all been well received and widely acclaimed by industry experts, and we hope that this too shall be received with such spirit and enthusiasm! Going forward, we intend to make this newsletter a regular publication, and make it a platform to keep you informed about all that is latest in the company, and in the textile machinery world. We will also be sharing thoughts on the industry, and the latest and exciting product and process updates at LMW.

We believe that this newsletter's contents and context would serve you well in your journeys in the industry. Most importantly, we endeavour that this newsletter may not be a passive one-way street, and wish to open up interactions to enrich one and all. Constructive feedback on the contents, and suggestions for future are most welcome.

LMW's foundation has been built on trust and perseverance to serve the customer. For the past 56 years, LMW's stance has always been to enhance the customer satisfaction levels and thereby strengthen the brand name in India and around the world.

Customer have been our unwavering focus behind the design, manufacture and service of all our products and services. We have been in the eternal journey of continuous improvement, and have constantly upped the game by providing sophisticated technology solutions in the past. We look forward to produce more and more path breaking products and services doing the same in the years to come.

Markets are never the same and are in constant flux. Irrespective of what the market conditions are, LMW, through its optimal processes and innovations has always been able to meet with the demands of customers, and even exceed it. At the heart of LMW's quality journey is our QCD structure, which stands for Quality, Cost and Delivery, which are the cornerstones of customer delight.

This newsletter will focus primarily on our customers, and has updates on our new line of products and the immense value they offer to them. We strongly believe that this newsletter shall serve as a bridge of knowledge that will empower our customers during their decision making processes for their continued business success as they journey with LMW.

This Issue Of LMW's Newsletter Focuses On:

Garg Acrylics – The story of LMW's effective engagement with our valuable customer, Garg Acrylics.

Card LC636 – Impressive presence made by this wider width card in both Indian and Global textile industry.

We are keen to respond to the interests of our customers and look forward to your feedback and comments on this newsletter.

With warm regards

Sanjay Jayavarthanelu

CMD, Lakshmi Machine Works



The Customer Journey: ▲Garg Acrylics Limited

The Ludhiana based Garg Acrylics Ltd, (GAL) one of the leading manufacturers, suppliers and exporters of yarn and garments has had a strong association with LMW that spans over two decades. The company has recently awarded a project order of 40,000 spindles to LMW.

GAL is one of the largest textile companies in north India, with an annual turnover of Rs 1,500 crore, employing more than 7,000 people. GAL is a manufacturer that covers the entire gamut of the textile value chain from yarn to finished garments. The company's installed base of 3,66,230 spindles holds a production capacity of 200 tons per day. All of its manufacturing units are located in Ludhiana and Bathinda in Punjab.

With a mission of becoming a world-class textile organization by manufacturing class-leading products for domestic and international textile markets, GAL holds a long term vision of maximising market share and profitability. The company's core values embedded in its DNA are the four pillars of quality, leadership, technology and innovation.

Rajiv Garg, who is the managing director and head at GAL also serves as the president of the apex body North India Textile Mills Association (NITMA) . Rajiv

started Textile business in 1999 and began diversifying their business from a steel-oriented one to textiles. Under this leadership, GAL has registered immense growth in fabric weaving plants, yarn manufacturing capacity, and fabric processing facilities in India. **Sanjiv Garg, the managing director of GAL has more than 36 years of professional experience, spread over the steel and textile industry. His strong work ethic has been behind the tremendous growth achieved by GAL in the last two decades. His strong commitment and vision has been behind the identification of potential growth areas and serve untapped markets.**

Rajiv and Sanjiv together have led the company to its expansion and growth phases. The next generation of the founding family, Ujjwal Garg effectively handles Garmenting business and Sambhav Garg has joined Export Marketing.

Mr. Sambhav has participated in the executive training program conducted by LMW in 2015. This annual feature held at LMW's training centre equipped him with deep knowledge on spinning technology, materials, electrical, cost and project management principles.



Mr. Rajiv Garg

Managing Director and Head of GAL



Mr. Sanjiv Garg

Managing Director of GAL

Highlights Of GAL's

▲ Long Partnership With LMW

Lakshmi Machine Works has partnered with GAL in all spheres to help them achieve their vision in a sustainable manner. In 1999, LMW provided GAL with 16,000 spindles for its synthetics project. Ever since, LMW has been the single biggest technological partner for GAL, providing them with the entire spectrum of requirements. Today, GAL has a total installed capacity of 3.6 lakh spindles.

Since the quality of yarn critically affects the production rates and output quality of all the downstream processes, GAL's leadership holds a laser focus on yarn production cycle. GAL firmly believes that such critical production rates and quality output could be best produced by LMW's wide range of machinery. GAL has two production units at Ludhiana and Bathinda, that together house over 210 LMW's Card machines, 125 LMW's Draw Frame machines, 110 LMW's Comber machines, and 65 LMW's Speed Frame machines. They also run 225 LMW's Ring Frame machines, which ensures their desired rates of yarn output with the best quality and productivity. LMW has supplied Compact Ring Frames to GAL, which has given the company immense value. Thanks to enhanced production

rates of compact yarn, GAL could use it for the betterment of further downstream processes like knitting and weaving.

The group's brands include Swadesh and Lotus. Its garments unit that handles 15,000 pieces a day in fine knits and sweater units, was established in 2007. GAL also has a fabric division that handles 20 tons a day, and a dye house that handles 35 tons a day.

"We know that the quality of yarn matters a lot. It decides the quality of the final output, which directly impacts the company's profitability. This quality yarn production with optimal resource utilization without compromising on production rates has always been our biggest challenge. From our beginnings till today, we have continuously partnered with LMW, and the association has enabled us to build lasting value. When it comes to getting an entire range of machinery for expansion project, LMW would be my unanimous choice, considering the overall performance and service quality of its industry-leading machines."

- Rajiv Garg



GARG ACRYLICS LIMITED



Mr. Sambhav Garg



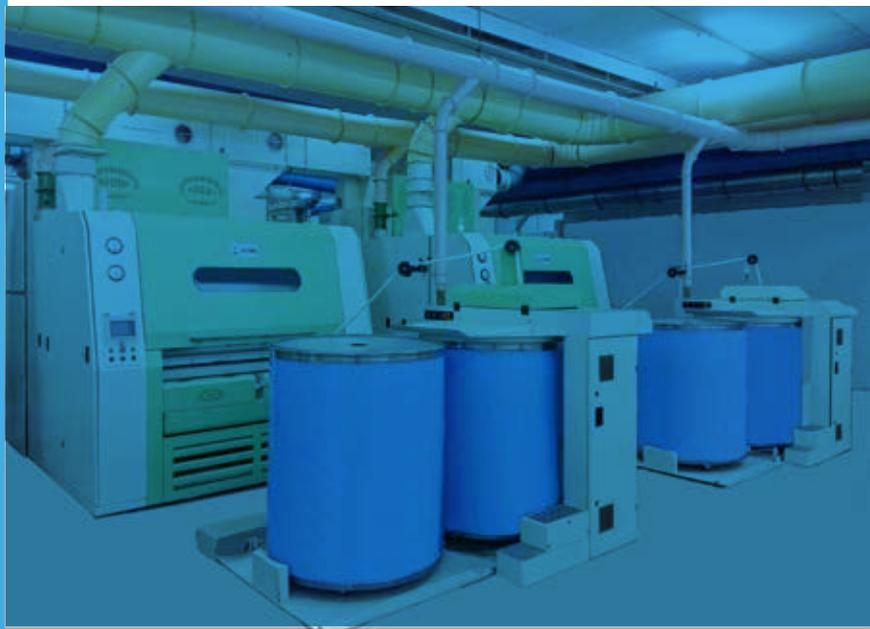
Mr. Ujjwal Garg

LC636

- A Carding Machine Tailor-made for High-Value Generation

Carding is one of the crucial processes in spinning. The quality of the card sliver has a substantial impact on yarn output. Well carded is therefore, half spun. LMW's Card LC636 is a step forward in the company's journey of breaking barriers and setting new standards in achieving consistent quality with higher precision.

The LC636 handles cotton, blends and man-made fibres with ease. With the highest active carding area of 1.95 sq.m and a cylinder area of 3.95 sq.m LC636 scores high on user-friendliness, promising long-term value to the customer.



More With Less

With the increasing demands and expectations of modern spinners, a carding machine that does 'more with less' makes the cut. With a working width of an unprecedented 1.5 meters, the LC636 can now set the flow, and achieve 50 percent higher production levels with the optimal use of valuable resources.



LC636

The higher production capacity is realized by uniform feeding of compacted material from chute to card through a direct feed system. The auto-leveller ensures controlled feeding to achieve consistent sliver output. The specially designed licker-in geometry with arcual combing segment is instrumental in ensuring gentle opening of fibre with the least lint loss.

As much as 50 percent higher production can be achieved without any compromise on quality, thanks to 36 active working flats – which is the most for a modern carding machine. Conveyor web doffing in the delivery zone supports high material output without any sliver breakages. A uniquely designed automatic linear can changer ensures consistent high delivery speeds. This increases the overall machine utilization by up to 1 percent.

The LC636 by virtue of its superior design, results in substantial savings in humidification, saves running power for production and waste recovery systems, and requires lesser manpower to operate.

Easy Installation and Usage

The machine, with its modular construction,

guarantees operator friendliness and minimum installation time. The licker-in, doffer and flat module can all be effortlessly taken out for clothing. With the availability of spare modules, downtime is reduced to almost zero, ensuring maximum usage of the machine.

Consistent sliver quality is the prime need of every carding machine. This is made possible with the unique construction of LC636. Further, every inch of the sliver is checked through an online quality monitoring system, with machine stop control to stop any deviation right when it occurs.

For The Connected Age

Card LC636 can be integrated with LMW's SpinConnect, a web-based central monitoring and control application. Operable through Wi-Fi and LAN connections, the system enables remote viewing of machine's status for effortless troubleshooting and software upgradation. Users can define and generate reports and charts to monitor performance, and work towards constantly improving the performance to newer heights. Also, pre-defined daily, weekly, and monthly reports can be automated and delivered as emails.



Lakshmi Machine Works Knowledge-sharing Seminar

▲ At Panipat, A Grand Success

Lakshmi Machine Works (LMW) has conducted a knowledge sharing seminar in Panipat, Haryana, on the 2nd of June. The symposium drew 80 participants from across the strong textile manufacturing base in the region. LMW chose to talk about Open End yarn manufacturing (OE yarn) that is spun from fabric cotton waste material. Today, the Panipat region manufactures about 2,500 tonnes of yarn per day by employing 2 lakh rotor machines that are growing every year.

A strong market for machines employed in the process has encouraged LMW to bring its class-leading, world-class products to the emergent manufacturing base in Panipat region. The group is looking forward to engage strongly in Panipat region by bringing their Blowroom, Card, and Autoleveller Drawframe machines that are required in the manufacturing process of OE yarn. LMW would be offering its top line products, the Swift Floc, Flexiclean and Supremoclean in the Blowroom segment, Card LC363 machines, and Autoleveller Drawframe LDF3.

During the symposium, LMW took the participants on a journey to understand the steep legacy of its strengths in manufacturing textile machinery. LMW's well-established presence, its extensive

R&D facilities, best practices and standards too were demonstrated. Traditionally, LMW has had a strong presence in Panipat, with a strong visibility among the industrial population. In fact, attendees recollected that some of LMW's original installations in the city from 1984 are still working optimally!. The event was therefore, a refresher on the group's capabilities, and a reinforcement of its commitment in serving the Panipat region. The presentations also covered technical aspects of its machines in detail, the energy effective solutions to produce OE yarns, technical/technological capabilities of LMW's products to meet higher productivity and quality, including its strong commitment and after sale service.

As a result of the symposium, new enquiries have been flowing in. The customers who have been using LMW's Card LC363 machines were all in praise for the machines' resilience and performance. The compact, minimalistic, and feature-rich LDF3's impressive performance and high energy efficiency was greatly appreciated by customers. LMW group considers the impact of this symposium, a grand success, and believes that the momentum will increase to newer levels going forward.

LMW's Successful Journey To Global Markets:

Lakshmi Machine Works (LMW) has expanded its presence in overseas markets since 1977 catering to the requirements of the customers from the East to the West i.e., from China to Mexico. Ever since the start, the visionaries of LMW have had an eye on serving the international spinning textile machinery market. LMW's presence has now widened to a number of emerging economies and has become one of the major player in countries like Turkey, China, Indonesia, Vietnam, Bangladesh, Pakistan and the African countries.

Today LMW offers end to end solutions and is one of the very few machinery suppliers manufacturing the complete range of Textile Spinning Machinery. The company has shown an overall phenomenal growth across its design, technology, and engineering capabilities. LMW's complete range of spinning machinery of today can effortlessly process a wide variety of natural and man-made materials for different applications. The extraordinary versatility of LMW's machines enable them to handle cotton, synthetic, polyester, viscose and even aramid fibers. Since inception, LMW has won several complete projects that exceeded customer expectations. Today, the company has a dozen full projects in various overseas markets in hand. A great example of the recognition and trust LMW has earned from around the world is the recent order to supply machines to Culimeta Saveguard, the only mill in the UK. Having inaugurated in 1800s, Culimeta Saveguard is one of the oldest mills of the world. LMW is a top recipient of the Exports awards from various associations continuously for many years.

LMW has built its own overseas offices with its sales and service teams in order to cater to the customer needs. The aim is to be at a close proximity to the customer and provide them with the live solutions. The company stocks critical spare parts on need basis to ensure uninterrupted performance of the customer machines. The prompt after sales service plays a prominent role in LMW's expanding global market share. LMW supplies the complete range of machinery with its automation features like bobbin systems, link systems, lap transport systems, etc.,. The export market for LMW is on a firm growth journey. The export revenue has been growing constantly over the years clocking an average growth of 20% YOY.



Rivatex Turnkey Project:

The project is both of expansion and modernization in nature for all of the upstream machines. LMW as a complete solution provider signed contract for supply, installation, commissioning, training & skill development with Rivatex East Africa Limited. The scope of turnkey project includes finance mobilization, civil designing, supply, installation, testing and commissioning of composite textile mill, training of technicians, skill development of operators. The factory can weave 12 million meters per annum of finished cloth for exports under AGOA besides substituting significant imports by Kenyan EPZ companies. Product portfolio after due implementation of project includes African prints, bottom heavy weights, camouflage, curtains, flannels, premium shirting's, suiting's, work wears etc., LMW is excited to look forward, in its project of installing the complete range of machines from Blow room to Lakshmi Winder, weaving, processing and utility. Further, LMW has similar projects lined up, which will all commence in the months to come.

LMW's Success Story at ITMA Asia'18, Shanghai

ITMA Asia + CITME 2018 was held during 15 to 19 October at the new National Exhibition Convention Centre (NECC) in Shanghai. This is one of the world's most important and China's premier textile event.

At the event, Lakshmi Machine Works was present in a 240 sq. m exhibition area at Booth number C08 at Hall H1. LMW expertly put into display its industry-leading range of machines that include: Card LC636, Drawframe LDF3, Comber LK69 machines and SPINPACT – the Suction compact system. There were also live demonstrations of the company's technology platform for its leading range of textile machines - SPINCONNECT along with a range of key LMW components for the spinning industry on display.

At the hall, LMW's Comber LK69 and Drawframe LDF3 were especially displayed in full working condition, with the Comber running at 600 nmp, and LDF3 at 550 mpm for its cotton-combed process. The SpinConnect was demonstrated with the live data obtained from one of LMW's Chinese customers to whom the company has already supplied a series of Ringframe machines.

LMW's latest offerings with advanced automation capabilities and digitization were well-received by the Chinese & Global industry visitors.







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